

## Message Text

LIMITED OFFICIAL USE

PAGE 01 MBABAN 00057 151100Z

17

ACTION OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 COME-00 /020 W

----- 108315

R 131401Z JAN 76

FM AMEMBASSY MBABANE

TO SECSTATE WASHDC 9019

INFO AMEMBASSY GABORONE

AMEMBASSY MASERU

LIMITED OFFICIAL USE MBABANE 0057

DEPT PASS OPIC

E.O. 11652: N/A

TAGS: EFIN, WZ

SUBJECT: INVESTMENT PROMOTION: INTERNATIONAL HARVESTER  
EXPLORATORY TALKS ON TINKABI TRACTOR

REF: MBABANE 0044

1. JOHN R. BELL, TECHNICAL CONSULTANT, INTERNATIONAL HARVESTER EXPORT COMPANY OF CHICAGO, CALLED ON ME JANUARY 13 AND PROVIDED A STATUS REPORT ON TALKS WITH THE SWAZILAND NATIONAL INDUSTRIAL DEVELOPMENT CORPORATION REGARDING THE PRODUCTION AND MARKETING OF THE TINKABI TRACTOR. BELL WAS ACCOMPANIED BY ALLAN PITT-PLADDY, TERRITORIAL MANAGER FROM NAIROBI, AND A. W. GRANT, PRODUCTION MANAGER.

2. BELL INFORMED ME THAT INTERNATIONAL HARVESTER PLANS TO NEGOTIATE A COOPERATIVE ARRANGEMENT WITH THE DEVELOPMENT CORPORATION FOR THE MANUFACTURE OF TRACTOR IMPLEMENTS. HE FORESEES SALES OF SUCH IMPLEMENTS DURING THE FIRST YEAR OF PRODUCTION OF ONE MILLION RAND. LOCAL CONTENT OF THE PRODUCT EXPECTED TO BE AT LEAST 30 PERCENT.

3. BELL HOPES ALSO TO WORK OUT AN ARRANGEMENT FOR MARKETING THE TINKABI TRACTOR TO "SPECIAL PURPOSE" USERS SUCH AS LARGE CANE GROWERS. THERE MAY BE SOME PROBLEM IN NEGOTIATING SUCH

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 MBABAN 00057 151100Z

AN UNDERTAKING SINCE THE SWAZIS APPARENTLY FEEL THEY CAN SELL

TRACTORS TO LARGE SCALE USERS DIRECTLY.

4. DISCUSSIONS ARE CONTINUING ON MARKETING OF THE TINKABI  
TRACTOR TO SWAZILAND FARMERS THROUGH INTERNATIONAL HARVESTERS  
DISTRIBUTION NETWORK. BELL INFORMED ME TOADY THAT HE HAS  
NOT RULED THIS OUT.  
BOLEN

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE PROMOTION, FOREIGN INVESTMENT, CONSULTANTS, DEVELOPMENT PROGRAMS, TRACTORS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976MBABAN00057  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760015-0537  
**From:** MBABANE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19760163/aaaacdnk.tel  
**Line Count:** 68  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION OPIC  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 MBABANE 44  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** morefirh  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 23 JUN 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <23 JUN 2004 by buchant0>; APPROVED <25 JUN 2004 by morefirh>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INVESTMENT PROMOTION: INTERNATIONAL HARVESTER EXPLORATORY TALKS ON TINKABI TRACTOR  
**TAGS:** EFIN, WZ, (BELL, JOHN R)  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006